

CCIM Institute

The Certified Commercial Investment Member (CCIM) designation is conferred by the CCIM Institute to real estate professionals who complete a challenging education program, pass a Comprehensive Examination and demonstrate experiential requirements. CCIMs demonstrate expertise in commercial real estate brokerage, asset management, valuation, and investment analysis. The CCIM designation was established in 1969 by visionary professionals who worked to establish a network of ethical, professional practitioners. Today, the network includes more than 7,000 designated professionals, and the designation is widely recognized as one of the most prestigious real estate designations in the world.

Designation Requirements

Candidates for the CCIM designation must complete one of two curriculum options: The general candidacy program (four core courses for a total of 12 core credits plus three elective credits) or the Fast Track program (an accelerated program available to candidates who have earned a qualifying designation). Those under the general candidacy program must successfully complete the CCIM course work and submit a resume of qualifying experience showing a depth of experience in the commercial field. Each candidate must document in the resume: at least 10 qualifying activities that total \$5 million or more; 20 activities regardless of the total volume; or \$30 million in volume regardless of the number of activities. All activities documented must have taken place within five years prior to the resume submittal date. After fulfilling these requirements, the final element needed is to pass a comprehensive examination. Fast Track candidates must successfully complete the four core courses and pass the comprehensive examination within 18 months of the candidacy date.

The CCIM Membership Network

The CCIM network mirrors the increasingly changing nature of commercial real estate. Members include brokers, leasing agents, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers and other allied professionals. Through this business network, and through enhanced communication with the CCIM electronic network, CCIMs successfully complete approximately 60,000 transactions annually, representing more than \$54 billion.

The CCIM Electronic Network

Since the debut of www.ccim.com in 1995, CCIMs have taken advantage of technology to increase opportunities in networking and education. The introduction of the [Site To Do Business](#) in late 1999 was the latest leap forward in that direction. Exclusive to CCIMs and candidates, the site is an integrated resource of industry and business information. It offers quick access to desirable data from a single location. Through www.ccim.com, designees can send broadcast e-mail lists for property and other business-related information sharing. And, the site now hosts the [CCIM/Landauer Investment Trends Quarterly](#), a quarterly analysis of national transaction data. CCIMs can network with fellow members, other commercial real estate professionals, and [CIRE](#) magazine staff through a full array of services including e-mail, forums, and property information services such as [CCIMNet](#). The *CCIM Red Book* also includes member e-mail addresses. (The *name@ccim.net* e-mail address is a standardized forwarding address available to all CCIM designees upon request.)

The Future

CCIMs recognize that technology has not only energized the industry, but changed the way real estate business is transacted. The Institute has taken a leadership role among real estate associations in offering useful and user-friendly electronic tools for designees and candidates. The future holds continued exploration of these electronic frontiers, as today's CCIMs utilize the CCIM network and technology to advance professional service and growth. By combining the same qualities that marked the designation's founders -- analytical ability, enjoyment of their work, and the ability to grow professionally -- with the technological advantages of the 21st century, CCIMs will remain leaders in the commercial real estate industry and standard bearers of excellence for many years to come.